## **EXHIBIT 6**

December 4, 2008

Madison, WI

Page 1

STATE OF WISCONSIN : CIRCUIT COURT : DANE COUNTY

STATE OF WISCONSIN,

Plaintiff,

v. Case No. 04-CV-1709

AMGEN INC., et al.,

Defendants.

VIDEO DEPOSITION of DAVID H. KRELING,
Ph.D., taken at the instance of the Defendants,
under and pursuant to the provisions of Chapter
804.05 of the Wisconsin Statutes, and the acts
amendatory thereof and supplementary thereto, before
me, KIM M. PETERSON, CM, Registered Professional
Reporter and Notary Public in and for the State of
Wisconsin, at the law offices of Stafford Rosenbaum,
LLP, 222 West Washington Avenue, Suite 900, Madison,
Wisconsin, on the 4th day of December, 2008,
commencing at 9:23 o'clock in the forenoon.

Henderson Legal Services, Inc.

202-220-4158

www.hendersonlegalservices.com

December 4, 2008

Madison, WI

Page 70 Page 72 broadbrush? A. I -- I didn't write this. This was 1 2 2 authored by Kathleen Adams. I was secondary on A. I helped them with methods, helped them answer questions they might have understanding 3 this. I reviewed this. pharmacy operations, pharmacy costs, building on 4 Q. Was that consistent with what your 4 5 my expertise up to that time in my work and my understanding was? A. I didn't disagree with that statement. 6 6 research. Q. You -- You talk in the second 7 Q. And I take it at the end you reviewed 7 paragraph, I think the third sentence it says "In 8 this report? 8 9 A. I did. 9 1987, under new Federal regulations (52 FR 28648) 10 Q. All right. 10 states were given more flexibility in A. Briefly, I'm sure. establishing their own payment methodologies. 11 11 12 Q. Is there anything in this report that State reimbursement policy now varies for the two you remember as being inaccurate or inconsistent major drug manufacturers -- excuse me, two major 13 13 14 with what your view was at the time? 14 drug classifications. For multi-source drugs MR. EVERETT: Objection to form. 15 there can be state MACs in place that differ from 15 THE WITNESS: Yes. There's -- In 16 16 federal maximums, although state payments -retrospect, I've learned that there's something states' payments must stay within the federal 17 17 aggregate expenditure limits." What do you mean 18 that has become very interesting to some people, 18 19 that there is a definition of wholesale 19 by that? 20 20 acquisition cost, WAC, that is misstated in this MR. EVERETT: Objection to form. 21 document. 21 THE WITNESS: I'm trying to think how -- This is a -- This is complex and it's difficult 22 BY MR. BARNHILL: 22 Page 71 Page 73 Q. Well, we'll get to that in a minute. to say it in a few words like this sentence is, 1 Anything else you can think of? 2 2 but the notion is is that there was a shift in A. That's the one that I've become most 3 3 1987 from -- this is my recollection, from 4 sensitive to. I'm sure there probably are other 4 maximum allowable cost being established by the 5 5 fed and HCFA to allow states to establish their typos and possibly some other --6 Q. Did you become most sensitive to it 6 own maximum allowable costs, and there was a 7 because the -- one or more drug manufacturers 7 shift in the thinking about estimated acquisition 8 costs that moved towards thinking more in the 8 told you that they didn't agree with that 9 9 particular definition? aggregate. That there could be estimated acquisition cost, states could pay higher than 10 MR. EVERETT: Objection to form. 10 THE WITNESS: No. 11 estimated acquisition cost or MACs if in the 11 12 BY MR. BARNHILL: aggregate their payments sort of across their Q. Did you -- By the way -- Well, let's 13 whole book of business on average were lower than 13 take this sort of in a more organized way. Take the aggregate of what EACs or MACs would be. 14 14 That's my understanding. 15 a look at the executive summary of this report. 15 A. Okay. BY MR. BARNHILL: 16 16 17 Q. It starts off by saying "Growth in 17 Q. Can you just give me an example of what Medicaid expenditures has recently become a major 18 you just said? 18 policy concern. Medicaid expenditures are 19 19 A. Say, for example, a state or the 20 20 growing faster than any other state budgetary federal upper guidelines at that time, they expense." Was that true at the time you wrote changed it to have a different definition than 21 21

19 (Pages 70 to 73)

Henderson Legal Services, Inc.

22

202-220-4158

this report?

22

www.hendersonlegalservices.com

MAC. They started to begin to use federal upper

December 4, 2008

## Madison, WI

|  | Page 302  |  | Page 304   |
|--|---|--|--|
| 1  |   | 1  |  |
| 1  | THE WITNESS: I don't remember the   | 1  | Q. Is the Pharmaceutical School supported  |
| 2  | individual's name, but I seem to recall talking   | 2  | by drug manufacturers in any way?  |
| 3  | with individuals about how pharmacy prices worked   | 3  | MR. EVERETT: Same objection.   |
| 4  | at Hogan & Hartson. I don't   | 4  | THE WITNESS: I don't believe so. I   |
| 5  | BY MR. BARNHILL:  | 5  | don't know of that.  |
| 6  | Q. Steve Barley? Jenny Walker? Hank   | 6  | BY MR. BARNHILL:   |
| 7  | Young? Lyndon Tretter?  | 7  | Q. There are no grants from major drug   |
| 8  | A. I don't recall.  | 8  | manufacturers to the Pharmaceutical School for   |
| 9<br>10  | Q. But somebody at Hogan & Hartson you  | 9  | endowed rooms or chairs or anything like that, as  |
| 11   | think? A. Yeah. I think one time I had some   | 10<br>11   | far as you know?   |
| 12   |   |  | A. There may be. I'm I don't know  |
|  | conversations with them.  | 12   | specifics of that.   |
| 13   | Q. Anybody else that you can think of?  | 13   | Q. Have you published any any surveys,   |
| 14   | A. Not that I can think of. There may be.   | 14   | studies or other papers in connection with the   |
| 15   | Q. Have you sent invoices or bills to any   | 15   | acquisition costs or the dispensing fee cost,  |
| 16   | of these firms?   | 16   | dispensing cost of drugs, that we have not seen  |
| 17   | A. Yes, I have.   | 17   | or reviewed today?   |
| 18   | Q. All right. And so you have bills that  | 18   | A. Not that I know of.   |
| 19   | would reflect either the job that you've done   | 19   | MR. BARNHILL: I have no further  |
| 20   | for them; is that correct?  | 20   | questions. Thanks for coming.  |
| 21   | A. I believe I still have records, yes.   | 21   | MR. EVERETT: Okay. Yeah, I'm going to  |
| 22   | Q. And do you recall, in general, what the  | 22   | ask a few questions.   |
|  | Page 303  |  | Page 305   |
|  |   |  | 1 age 303  |
| 1  | total amount of money is that you've billed these   | 1  |  |
| 1 2  | various law firms or their clients?   | 1<br>2   | EXAMINATION  |
|  | various law firms or their clients?  A. I believe that I have, oh, since the  |  | EXAMINATION<br>BY MR. EVERETT:   |
| 2  | various law firms or their clients?  A. I believe that I have, oh, since the time I've been involved with Shook, Hardy, I've  | 2  | EXAMINATION BY MR. EVERETT: Q. All right. Good afternoon, Dr.  |
| 2  | various law firms or their clients?  A. I believe that I have, oh, since the time I've been involved with Shook, Hardy, I've billed and been paid slightly over \$10,000. And   | 2  | EXAMINATION BY MR. EVERETT: Q. All right. Good afternoon, Dr. Kreling. I'll try to be brief, as brief as   |
| 2<br>3<br>4  | various law firms or their clients?  A. I believe that I have, oh, since the time I've been involved with Shook, Hardy, I've  | 2<br>3<br>4  | EXAMINATION BY MR. EVERETT: Q. All right. Good afternoon, Dr.  |
| 2<br>3<br>4<br>5   | various law firms or their clients?  A. I believe that I have, oh, since the time I've been involved with Shook, Hardy, I've billed and been paid slightly over \$10,000. And   | 2<br>3<br>4<br>5   | EXAMINATION BY MR. EVERETT: Q. All right. Good afternoon, Dr. Kreling. I'll try to be brief, as brief as possible, because I know it's been a long day. A. Thank you.  |
| 2<br>3<br>4<br>5<br>6  | various law firms or their clients?  A. I believe that I have, oh, since the time I've been involved with Shook, Hardy, I've billed and been paid slightly over \$10,000. And they've been the they've had they've been the biggest payments.  Q. All right. And during this same time  | 2<br>3<br>4<br>5<br>6<br>7<br>8  | EXAMINATION BY MR. EVERETT: Q. All right. Good afternoon, Dr. Kreling. I'll try to be brief, as brief as possible, because I know it's been a long day. A. Thank you. Q. You recall earlier testimony relating   |
| 2<br>3<br>4<br>5<br>6<br>7<br>8  | various law firms or their clients?  A. I believe that I have, oh, since the time I've been involved with Shook, Hardy, I've billed and been paid slightly over \$10,000. And they've been the they've had they've been the biggest payments.  Q. All right. And during this same time that you were accepting payments from Shook,   | 2<br>3<br>4<br>5<br>6<br>7<br>8  | EXAMINATION BY MR. EVERETT: Q. All right. Good afternoon, Dr. Kreling. I'll try to be brief, as brief as possible, because I know it's been a long day. A. Thank you. Q. You recall earlier testimony relating to Exhibits 3 and 4, which you may want to have   |
| 2<br>3<br>4<br>5<br>6<br>7<br>8  | various law firms or their clients?  A. I believe that I have, oh, since the time I've been involved with Shook, Hardy, I've billed and been paid slightly over \$10,000. And they've been the they've had they've been the biggest payments.  Q. All right. And during this same time that you were accepting payments from Shook, Hardy in connection with this case were you also  | 2<br>3<br>4<br>5<br>6<br>7<br>8<br>9<br>10   | EXAMINATION BY MR. EVERETT: Q. All right. Good afternoon, Dr. Kreling. I'll try to be brief, as brief as possible, because I know it's been a long day. A. Thank you. Q. You recall earlier testimony relating to Exhibits 3 and 4, which you may want to have in front of you, about the definition of WAC that   |
| 2<br>3<br>4<br>5<br>6<br>7<br>8<br>9<br>10   | various law firms or their clients?  A. I believe that I have, oh, since the time I've been involved with Shook, Hardy, I've billed and been paid slightly over \$10,000. And they've been the they've had they've been the biggest payments.  Q. All right. And during this same time that you were accepting payments from Shook, Hardy in connection with this case were you also getting paid by the State of Wisconsin?  | 2<br>3<br>4<br>5<br>6<br>7<br>8<br>9<br>10   | EXAMINATION BY MR. EVERETT: Q. All right. Good afternoon, Dr. Kreling. I'll try to be brief, as brief as possible, because I know it's been a long day. A. Thank you. Q. You recall earlier testimony relating to Exhibits 3 and 4, which you may want to have in front of you, about the definition of WAC that appeared in in those exhibits?  |
| 2<br>3<br>4<br>5<br>6<br>7<br>8<br>9<br>10<br>11   | various law firms or their clients?  A. I believe that I have, oh, since the time I've been involved with Shook, Hardy, I've billed and been paid slightly over \$10,000. And they've been the they've had they've been the biggest payments.  Q. All right. And during this same time that you were accepting payments from Shook, Hardy in connection with this case were you also getting paid by the State of Wisconsin?  A. I'm employed by the University of  | 2<br>3<br>4<br>5<br>6<br>7<br>8<br>9<br>10   | EXAMINATION BY MR. EVERETT: Q. All right. Good afternoon, Dr. Kreling. I'll try to be brief, as brief as possible, because I know it's been a long day. A. Thank you. Q. You recall earlier testimony relating to Exhibits 3 and 4, which you may want to have in front of you, about the definition of WAC that appeared in in those exhibits? A. I have 3 and 4. Okay.   |
| 2<br>3<br>4<br>5<br>6<br>7<br>8<br>9<br>10<br>11<br>12<br>13   | various law firms or their clients?  A. I believe that I have, oh, since the time I've been involved with Shook, Hardy, I've billed and been paid slightly over \$10,000. And they've been the they've had they've been the biggest payments.  Q. All right. And during this same time that you were accepting payments from Shook, Hardy in connection with this case were you also getting paid by the State of Wisconsin?  A. I'm employed by the University of Wisconsin.   | 2<br>3<br>4<br>5<br>6<br>7<br>8<br>9<br>10   | EXAMINATION BY MR. EVERETT: Q. All right. Good afternoon, Dr. Kreling. I'll try to be brief, as brief as possible, because I know it's been a long day. A. Thank you. Q. You recall earlier testimony relating to Exhibits 3 and 4, which you may want to have in front of you, about the definition of WAC that appeared in in those exhibits? A. I have 3 and 4. Okay. Q. Okay. You recall questions earlier   |
| 2<br>3<br>4<br>5<br>6<br>7<br>8<br>9<br>10<br>11<br>12<br>13<br>14   | various law firms or their clients?  A. I believe that I have, oh, since the time I've been involved with Shook, Hardy, I've billed and been paid slightly over \$10,000. And they've been the they've had they've been the biggest payments.  Q. All right. And during this same time that you were accepting payments from Shook, Hardy in connection with this case were you also getting paid by the State of Wisconsin?  A. I'm employed by the University of Wisconsin.  Q. And that means  | 2<br>3<br>4<br>5<br>6<br>7<br>8<br>9<br>10<br>11<br>12<br>13<br>14   | EXAMINATION BY MR. EVERETT: Q. All right. Good afternoon, Dr. Kreling. I'll try to be brief, as brief as possible, because I know it's been a long day. A. Thank you. Q. You recall earlier testimony relating to Exhibits 3 and 4, which you may want to have in front of you, about the definition of WAC that appeared in in those exhibits? A. I have 3 and 4. Okay. Q. Okay. You recall questions earlier about the definition of WAC that appear in those  |
| 2<br>3<br>4<br>5<br>6<br>7<br>8<br>9<br>10<br>11<br>12<br>13<br>14<br>15                                     | various law firms or their clients?  A. I believe that I have, oh, since the time I've been involved with Shook, Hardy, I've billed and been paid slightly over \$10,000. And they've been the they've had they've been the biggest payments.  Q. All right. And during this same time that you were accepting payments from Shook, Hardy in connection with this case were you also getting paid by the State of Wisconsin?  A. I'm employed by the University of Wisconsin.   | 2<br>3<br>4<br>5<br>6<br>7<br>8<br>9<br>10<br>11<br>12<br>13<br>14<br>15                                     | EXAMINATION BY MR. EVERETT: Q. All right. Good afternoon, Dr. Kreling. I'll try to be brief, as brief as possible, because I know it's been a long day. A. Thank you. Q. You recall earlier testimony relating to Exhibits 3 and 4, which you may want to have in front of you, about the definition of WAC that appeared in in those exhibits? A. I have 3 and 4. Okay. Q. Okay. You recall questions earlier about the definition of WAC that appear in those exhibits?  |
| 2<br>3<br>4<br>5<br>6<br>7<br>8<br>9<br>10<br>11<br>12<br>13<br>14<br>15<br>16                               | various law firms or their clients?  A. I believe that I have, oh, since the time I've been involved with Shook, Hardy, I've billed and been paid slightly over \$10,000. And they've been the they've had they've been the biggest payments.  Q. All right. And during this same time that you were accepting payments from Shook, Hardy in connection with this case were you also getting paid by the State of Wisconsin?  A. I'm employed by the University of Wisconsin.  Q. And that means A. Yes. Q the State of Wisconsin?  | 2<br>3<br>4<br>5<br>6<br>7<br>8<br>9<br>10<br>11<br>12<br>13<br>14<br>15<br>16                               | EXAMINATION BY MR. EVERETT: Q. All right. Good afternoon, Dr. Kreling. I'll try to be brief, as brief as possible, because I know it's been a long day. A. Thank you. Q. You recall earlier testimony relating to Exhibits 3 and 4, which you may want to have in front of you, about the definition of WAC that appeared in in those exhibits? A. I have 3 and 4. Okay. Q. Okay. You recall questions earlier about the definition of WAC that appear in those exhibits? A. Yes.  |
| 2<br>3<br>4<br>5<br>6<br>7<br>8<br>9<br>10<br>11<br>12<br>13<br>14<br>15<br>16<br>17                         | various law firms or their clients?  A. I believe that I have, oh, since the time I've been involved with Shook, Hardy, I've billed and been paid slightly over \$10,000. And they've been the they've had they've been the biggest payments.  Q. All right. And during this same time that you were accepting payments from Shook, Hardy in connection with this case were you also getting paid by the State of Wisconsin?  A. I'm employed by the University of Wisconsin.  Q. And that means A. Yes. Q the State of Wisconsin? A. Yes.  | 2<br>3<br>4<br>5<br>6<br>7<br>8<br>9<br>10<br>11<br>12<br>13<br>14<br>15<br>16<br>17                         | EXAMINATION BY MR. EVERETT: Q. All right. Good afternoon, Dr. Kreling. I'll try to be brief, as brief as possible, because I know it's been a long day. A. Thank you. Q. You recall earlier testimony relating to Exhibits 3 and 4, which you may want to have in front of you, about the definition of WAC that appeared in in those exhibits? A. I have 3 and 4. Okay. Q. Okay. You recall questions earlier about the definition of WAC that appear in those exhibits? A. Yes. Q. And I believe you testified earlier   |
| 2<br>3<br>4<br>5<br>6<br>7<br>8<br>9<br>10<br>11<br>12<br>13<br>14<br>15<br>16<br>17<br>18                   | various law firms or their clients?  A. I believe that I have, oh, since the time I've been involved with Shook, Hardy, I've billed and been paid slightly over \$10,000. And they've been the they've had they've been the biggest payments.  Q. All right. And during this same time that you were accepting payments from Shook, Hardy in connection with this case were you also getting paid by the State of Wisconsin?  A. I'm employed by the University of Wisconsin.  Q. And that means A. Yes. Q the State of Wisconsin? A. Yes. Q. Okay. Is the Pharmaceutical School  | 2<br>3<br>4<br>5<br>6<br>7<br>8<br>9<br>10<br>11<br>12<br>13<br>14<br>15<br>16<br>17<br>18                   | EXAMINATION BY MR. EVERETT: Q. All right. Good afternoon, Dr. Kreling. I'll try to be brief, as brief as possible, because I know it's been a long day. A. Thank you. Q. You recall earlier testimony relating to Exhibits 3 and 4, which you may want to have in front of you, about the definition of WAC that appeared in in those exhibits? A. I have 3 and 4. Okay. Q. Okay. You recall questions earlier about the definition of WAC that appear in those exhibits? A. Yes. Q. And I believe you testified earlier that you do not agree with the definitions of WAC   |
| 2<br>3<br>4<br>5<br>6<br>7<br>8<br>9<br>10<br>11<br>12<br>13<br>14<br>15<br>16<br>17<br>18<br>19             | various law firms or their clients?  A. I believe that I have, oh, since the time I've been involved with Shook, Hardy, I've billed and been paid slightly over \$10,000. And they've been the they've had they've been the biggest payments.  Q. All right. And during this same time that you were accepting payments from Shook, Hardy in connection with this case were you also getting paid by the State of Wisconsin?  A. I'm employed by the University of Wisconsin.  Q. And that means A. Yes. Q the State of Wisconsin? A. Yes. Q. Okay. Is the Pharmaceutical School supported by drug manufacturers?   | 2<br>3<br>4<br>5<br>6<br>7<br>8<br>9<br>10<br>11<br>12<br>13<br>14<br>15<br>16<br>17<br>18<br>19             | EXAMINATION BY MR. EVERETT: Q. All right. Good afternoon, Dr. Kreling. I'll try to be brief, as brief as possible, because I know it's been a long day. A. Thank you. Q. You recall earlier testimony relating to Exhibits 3 and 4, which you may want to have in front of you, about the definition of WAC that appeared in in those exhibits? A. I have 3 and 4. Okay. Q. Okay. You recall questions earlier about the definition of WAC that appear in those exhibits? A. Yes. Q. And I believe you testified earlier that you do not agree with the definitions of WAC that appear in Exhibits 3 and 4, is that true?  |
| 2<br>3<br>4<br>5<br>6<br>7<br>8<br>9<br>10<br>11<br>12<br>13<br>14<br>15<br>16<br>17<br>18<br>19<br>20       | various law firms or their clients?  A. I believe that I have, oh, since the time I've been involved with Shook, Hardy, I've billed and been paid slightly over \$10,000. And they've been the they've had they've been the biggest payments.  Q. All right. And during this same time that you were accepting payments from Shook, Hardy in connection with this case were you also getting paid by the State of Wisconsin?  A. I'm employed by the University of Wisconsin.  Q. And that means A. Yes. Q the State of Wisconsin? A. Yes. Q. Okay. Is the Pharmaceutical School supported by drug manufacturers?  MR. EVERETT: Objection to form.                          | 2<br>3<br>4<br>5<br>6<br>7<br>8<br>9<br>10<br>11<br>12<br>13<br>14<br>15<br>16<br>17<br>18<br>19<br>20       | EXAMINATION BY MR. EVERETT: Q. All right. Good afternoon, Dr. Kreling. I'll try to be brief, as brief as possible, because I know it's been a long day. A. Thank you. Q. You recall earlier testimony relating to Exhibits 3 and 4, which you may want to have in front of you, about the definition of WAC that appeared in in those exhibits? A. I have 3 and 4. Okay. Q. Okay. You recall questions earlier about the definition of WAC that appear in those exhibits? A. Yes. Q. And I believe you testified earlier that you do not agree with the definitions of WAC that appear in Exhibits 3 and 4, is that true? A. Yes.                                      |
| 2<br>3<br>4<br>5<br>6<br>7<br>8<br>9<br>10<br>11<br>12<br>13<br>14<br>15<br>16<br>17<br>18<br>19<br>20<br>21 | various law firms or their clients?  A. I believe that I have, oh, since the time I've been involved with Shook, Hardy, I've billed and been paid slightly over \$10,000. And they've been the they've had they've been the biggest payments.  Q. All right. And during this same time that you were accepting payments from Shook, Hardy in connection with this case were you also getting paid by the State of Wisconsin?  A. I'm employed by the University of Wisconsin.  Q. And that means A. Yes. Q the State of Wisconsin? A. Yes. Q. Okay. Is the Pharmaceutical School supported by drug manufacturers?  MR. EVERETT: Objection to form.  THE WITNESS: I'm sorry? | 2<br>3<br>4<br>5<br>6<br>7<br>8<br>9<br>10<br>11<br>12<br>13<br>14<br>15<br>16<br>17<br>18<br>19<br>20<br>21 | EXAMINATION BY MR. EVERETT: Q. All right. Good afternoon, Dr. Kreling. I'll try to be brief, as brief as possible, because I know it's been a long day. A. Thank you. Q. You recall earlier testimony relating to Exhibits 3 and 4, which you may want to have in front of you, about the definition of WAC that appeared in in those exhibits? A. I have 3 and 4. Okay. Q. Okay. You recall questions earlier about the definition of WAC that appear in those exhibits? A. Yes. Q. And I believe you testified earlier that you do not agree with the definitions of WAC that appear in Exhibits 3 and 4, is that true? A. Yes. Q. Could you explain again how those |
| 2<br>3<br>4<br>5<br>6<br>7<br>8<br>9<br>10<br>11<br>12<br>13<br>14<br>15<br>16<br>17<br>18<br>19<br>20       | various law firms or their clients?  A. I believe that I have, oh, since the time I've been involved with Shook, Hardy, I've billed and been paid slightly over \$10,000. And they've been the they've had they've been the biggest payments.  Q. All right. And during this same time that you were accepting payments from Shook, Hardy in connection with this case were you also getting paid by the State of Wisconsin?  A. I'm employed by the University of Wisconsin.  Q. And that means A. Yes. Q the State of Wisconsin? A. Yes. Q. Okay. Is the Pharmaceutical School supported by drug manufacturers?  MR. EVERETT: Objection to form.                          | 2<br>3<br>4<br>5<br>6<br>7<br>8<br>9<br>10<br>11<br>12<br>13<br>14<br>15<br>16<br>17<br>18<br>19<br>20       | EXAMINATION BY MR. EVERETT: Q. All right. Good afternoon, Dr. Kreling. I'll try to be brief, as brief as possible, because I know it's been a long day. A. Thank you. Q. You recall earlier testimony relating to Exhibits 3 and 4, which you may want to have in front of you, about the definition of WAC that appeared in in those exhibits? A. I have 3 and 4. Okay. Q. Okay. You recall questions earlier about the definition of WAC that appear in those exhibits? A. Yes. Q. And I believe you testified earlier that you do not agree with the definitions of WAC that appear in Exhibits 3 and 4, is that true? A. Yes.                                      |

77 (Pages 302 to 305)

Henderson Legal Services, Inc.

202-220-4158

 ${\tt www.hendersonlegalservices.com}$ 

December 4, 2008

## Madison, WI

|          | Page 306  |    | Page 308  |
|----------|---|----|---|
| 1        | way into Exhibits 3 and 4?                        | 1  | three, fourth page of the exhibit in Appendix C.  |
| 2        | A. That's That's a good question.                 | 2  | MR. BARNHILL: What appendix? I'm                  |
| 3        | Kathleen was the primary researcher, project      | 3  | sorry, Clay.                                      |
| 4        | director. I was a consultant on this project.     | 4  | MR. EVERETT: Appendix C.                          |
| 5        | That Those definitions may have come from a       | 5  | MR. BARNHILL: C? Yes. What does it                |
| 6        | discussion that we had and she took it from       | 6  | say? What's the top of the page look like?        |
| 7        | there. It's possible that I provided those to     | 7  | MR. EVERETT: It is There's a                      |
| 8        | her, but I'm I would be a bit surprised if        | 8  | carryover sentence on the top of the page. The    |
| 9        | they were a table that I prepared because it's    | 9  | first word in the top left corner is payment.     |
| 10       | not consistent with what my definition of WAC     | 10 | Payment exceeds marginal cost.                    |
| 11       | and what I learned WAC was.                       | 11 | MR. BARNHILL: Got it.                             |
| 12       | Q. What is your definition of WAC?                | 12 | BY MR. EVERETT:                                   |
| 13       | A. My definition of WAC is it's a it's            | 13 | Q. Okay. Okay. And does this appendix,            |
| 14       | the list price, it's the catalog price for        | 14 | to your understanding, deal with the analysis of  |
| 15       | manufacturers to wholesalers.                     | 15 | the likelihood that pharmacies will continue to   |
| 16       | Q. Does WAC include discounts, rebates and        | 16 | participate in Medicaid programs even if they're  |
| 17       | the like, in your view?                           | 17 | reimbursed at less than their average cost?       |
| 18       | A. No.  | 18 | A. Would you repeat that question?                |
| 19       | Q. How long have you believed that to be          | 19 | MR. EVERETT: Could you read that back?            |
| 20       | the definition of WAC?                            | 20 | (Record read.)                                    |
| 21       | A. I learned that definition when I was           | 21 | THE WITNESS: My quick review of the               |
| 22       | when I had available to me some of the pricing    | 22 | text here would lead me to say yes.               |
|          | Page 307  |    | Page 309  |
| 1        | publications that manufacturers had submitted to  | 1  | BY MR. EVERETT:                                   |
| 2        | the Texas Department of Human Resources, Health   | 2  | Q. Okay. So returning to the page we were         |
| 3        | and Human Services, in doing my dissertation      | 3  | talking about before, if you look at the third    |
| 4        | work.   | 4  | full paragraph on that page it reads the          |
| 5        | Q. When was that?                                 | 5  | situation is complicated somewhat if private      |
| 6        | A. That would have been in '83.                   | 6  | customers also have some market power. HMOs, for  |
| 7        | Approximately late '82. Probably during '83.      | 7  | example, may have the market power to negotiate   |
| 8        | Q. And does that definition of WAC appear         | 8  | discounts from pharmacies in exchange for         |
| 9        | in any of your other publications?                | 9  | guaranteed customer volume. If such health plans  |
| 10       | A. Yes.   | 10 | represent a significant share of the market,      |
| 11       | Q. Let's Let's talk a little bit about            | 11 | Medicaid's ability to pay below average cost may  |
| 12       | Exhibit 3. Do you recall questions earlier about  | 12 | be affected, as it is the ability of the pharmacy |
| 13       | a conclusion of the study in Exhibit 3 that       | 13 | to more than cover average costs (i.e., earn more |
| 14       | pharmacies would be expected to participate in    | 14 | than normal profit) from other payers that allows |
| 15       | Medicaid programs even if reimbursement were      | 15 | it to remain viable while receiving payments      |
| 16       | below their average costs?                        | 16 | below average costs for Medicaid. Do you see      |
| 17       | A. That was written in this report, yes.          | 17 | that?   |
| 18       | We had a discussion.                              | 18 | A. Yes.   |
| 19       | Q. With that conclusion in mind, I'd like         | 19 | Q. And do you agree with that statement?          |
| 20<br>21 | you to turn, and it's a page without a number,    | 20 | A. Yes.   |
|          | but it's in Appendix C, which is towards the back | 21 | Q. Dr. Kreling, do you know if Wisconsin          |
| 22       | of the report, and the it's the one, two,         | 22 | Medicaid in general pays more or less than third- |

78 (Pages 306 to 309)

c0a3fc78-c04a-42c5-9f5c-0230034ade8b

Henderson Legal Services, Inc.

www.hendersonlegalservices.com